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# Risks and uncertainties

MAIN RISKS AND UNCERTAINTIES TO WHICH EXOR S.p.A. AND ITS CONSOLIDATED SUBSIDIARIES ARE

## RISKS ASSOCIATED WITH GENERAL ECONOMIC CONDITIONS

The earnings and financial condition of EXOR and its principal investment holdings are affected by the performance of the global economy. Strong GDP growth in the United States has raised divergent expectations of monetary policy among the major economies. The recovery in Europe has missed its targets but new factors will raise the short-term outlook. The fall in oil prices has led to a decline in energy prices. It is not possible to provide an indication of the future effects of the aforementioned factors and variables which may affect the global economy.

## RISKS ASSOCIATED WITH EXOR'S BUSINESS

EXOR conducts investment activities which entail risks that are typical such as high exposure to certain sectors and high volatility of the market value of its principal investment holdings.

The ability to access capital markets or other forms of financing and the related costs are dependent, among other things, on the credit rating of EXOR and its subsidiaries and associates.

Any downgrade by the rating agencies could limit the ability to access capital markets and increase the cost of financing.

EXOR's long-term debt and short-term debt are rated by Standard & Poor's respectively at 'BBB+' and 'A-2+'. EXOR's policy and that of the companies in the so-called Holdings System is to keep liquidity available in demand.

However, in consideration of the current international financial market situation, market conditions which may affect the availability of financing could have a negative impact on EXOR's earnings.

EXOR's earnings not only depend on the market value of its principal investment holdings but also on the dividends received from these holdings.

Through its investments in subsidiaries and associates, EXOR is principally present in the automobile segment.

At December 31, 2014, the investments in FCA (29.25% stake) and in CNH Industrial (27.07% stake) represent the majority of EXOR's investments.

EXOR and its subsidiaries and associates are exposed to fluctuations in currency and interest rates and use financial instruments to manage these risks.

The subsidiaries and associates are generally exposed to credit risk which is managed by specific operating procedures.

EXOR and its subsidiaries and associates are exposed to risks associated with the outcome of pending litigation.

EXOR and its subsidiaries and associates are taxed on income in Italy and outside Italy; during the course of operations, EXOR and its subsidiaries and associates may be subject to changes in tax legislation.

The following paragraphs indicate the specific main risks and uncertainties of the companies in consolidation (FCA, CNH Industrial).

### FCA

#### Risks Related to the Group's Business, Strategy and Operations

FCA - The Group's profitability depends on reaching certain minimum vehicle sales volumes. If vehicle sales are lower than expected, the Group's profitability will be negatively affected.

The Group's success requires the achievement of certain minimum vehicle sales volumes. As is typical for an automotive company, the Group's success is highly dependent on the achievement of certain minimum vehicle sales volumes.

Further, a shift in demand away from minivans, larger utility vehicles and pick-up trucks in the U.S., Canada, Mexico and other emerging markets could have a negative impact on the Group's sales.

Moreover, the Group tends to operate with negative working capital as it generally receives payments from vehicle sales before the cost of the vehicles is incurred.

FCA - The Group's businesses are affected by global financial markets and general economic and other conditions. The Group's results of operations and financial position may be influenced by various macroeconomic factors.

The Group's results of operations and financial position may be influenced by various macroeconomic factors. Beginning in 2008, global financial markets have experienced severe disruptions, resulting in a material deterioration in the value of financial assets.

In Europe, in particular, despite measures taken by several governments and monetary authorities to provide financing, the economic situation remains weak.

A majority of the Group's revenues have been generated in the NAFTA segment, as vehicle sales in North America are generally higher than in other regions.

In addition, slower expansion or recessionary conditions are being experienced in major emerging countries, such as China, India and Brazil.

In general, the automotive sector has historically been subject to highly cyclical demand and tends to reflect the economic cycle.

In addition to slow economic growth or recession, other economic circumstances such as increases in energy prices, inflation and changes in government policies may have a negative impact on the automotive sector.

FCA - The Group may be unsuccessful in efforts to expand the international reach of some of its brands that are currently concentrated in the U.S. and Europe.

The growth strategies reflected in the 2014-2018 Strategic Business Plan, or Business Plan, will require the Group to invest in new markets and products.

FCA - Product recalls and warranty obligations may result in direct costs, and loss of vehicle sales could have a negative impact on the Group's profitability.

The Group and the U.S. automotive industry in general, have recently experienced a significant increase in recalls. Any costs incurred, or lost vehicle sales, resulting from product recalls could materially adversely affect the Group's profitability.

The Group is also obligated under the terms of warranty agreements to make repairs or replace parts in the vehicles sold. The Group's warranty obligations may result in direct costs and loss of vehicle sales.

FCA - The Group's future performance depends on its ability to expand into new markets as well as enrich its product portfolio.

The Group's success depends, among other things, on its ability to maintain or increase its share in existing markets and to enter new markets.

It generally takes two years or more to design and develop a new vehicle, and a number of factors may lengthen the development cycle.

Further, if the Group determines that a safety or emissions defect, a mechanical defect or a non-compliance with regulatory requirements exists, it may be required to recall vehicles or modify them.

FCA - The automotive industry is highly competitive and cyclical and the Group may suffer from those factors mentioned above.

Substantially all of the Group's revenues are generated in the automotive industry, which is highly competitive, and the Group's profitability is highly dependent on the performance of this industry.

Competition, particularly in pricing, has increased significantly in the automotive industry in recent years. Globally, the automotive industry is facing a period of intense competition.

The Group's competitors may respond to these conditions by attempting to make their vehicles more attractive to consumers through price reductions, product improvements or other measures.

In the automotive business, sales to end-customers are cyclical and subject to changes in the general economic conditions and consumer preferences.

FCA - The Group's current credit rating is below investment grade and any further deterioration may significantly increase the cost of financing.

The Group's ability to access the capital markets or other forms of financing and the related costs depend, among other things, on the credit rating of the Group and its subsidiaries and associates.

FCA - The Group may not be able to realize anticipated benefits from any acquisitions and challenges associated with the integration of acquired companies.

The Group may engage in acquisitions or enter into, expand or exit from strategic alliances which could involve significant costs and risks.

- technological and product synergies, economies of scale and cost reductions not occurring as expected;
- unexpected liabilities;
- incompatibility in processes or systems;
- unexpected changes in laws or regulations;
- inability to retain key employees;
- inability to source certain products;
- increased financing costs and inability to fund such costs;
- significant costs associated with terminating or modifying alliances; and
- problems in retaining customers and integrating operations, services, personnel, and customer bases.

If problems or issues were to arise among the parties to one or more strategic alliances for managerial, financial or other reasons, the Group's profitability could be negatively affected.

FCA - The Group may not achieve the expected benefits from integration of the Group's operations  
The January 2014 acquisition of the approximately 41.5% interest in FCA US that the Group did not already own  
The ability to realize the benefits of the integration is critical for the Group to compete with other automakers. If  
FCA ? The Group may be exposed to shortfalls in its pension plans  
The Group's defined benefit pension plans are currently underfunded. As of December 31, 2014, the Group's  
To determine the appropriate level of funding and contributions to its defined benefit plans, as well as the invest  
Any reduction in the discount rate or the value of plan assets, or any increase in the present value of obligation  
FCA ? The Group may not be able to provide adequate access to financing for its dealers and retail customers  
The Group's dealers enter into wholesale financing arrangements to purchase vehicles from the Group to hold  
Unlike many of its competitors, the Group does not own and operate a controlled finance company dedicated s  
In other markets, the Group relies on controlled finance companies, joint ventures and commercial relationships  
the performance of loans and leases in their portfolio, which could be materially affected by delinquent  
wholesale auction values of used vehicles;  
higher than expected vehicle return rates and the residual value performance of vehicles they lease; a  
fluctuations in interest rates and currency exchange rates.

Any financial services provider, including the Group's joint ventures and controlled finance companies, will face  
To the extent that a financial services provider is unable or unwilling to provide sufficient financing at competitiv  
FCA - Vehicle sales depend heavily on affordable interest rates for vehicle financing  
In certain regions, financing for new vehicle sales has been available at relatively low interest rates for several y  
FCA - Limitations on liquidity and access to funding may limit the ability to execute the Group's Business Plan  
The Group's future performance will depend on, among other things, its ability to finance debt repayment oblig  
FCA ? The Group's ability to achieve cost reductions and to realize production efficiencies is critical to maintain  
The Group is continuing to implement a number of cost reduction and productivity improvement initiatives in its  
FCA ? The Group's business operations may be impacted by various types of claims, lawsuits, and other conti  
The Group is involved in various product liability, warranty, product performance, asbestos, personal injury, env  
FCA - Failure to maintain adequate financial and management processes and controls could lead to errors in th  
The Group continuously monitors and evaluates changes in its internal controls over financial reporting. In supp  
In addition, if the Group does not maintain adequate financial and management personnel, processes and cont  
FCA - A disruption in the Group's information technology could compromise confidential and sensitive informat  
The Group depends on its information technology and data processing systems to operate its business, and a s  
The Group's ability to keep its business operating effectively depends on the functional and efficient operation  
In addition to supporting its operations, the Group uses its systems to collect and store confidential and sensitiv  
FCA ? The Group may not be able to adequately protect its intellectual property rights, which may harm its busi  
The Group's success depends, in part, on its ability to protect its intellectual property rights. If the Group fails t  
The laws of some countries in which the Group operates do not offer the same protection of the Group's intelle  
FCA ? The Group is subject to risks relating to international markets and exposure to changes in local condition  
The Group is subject to risks inherent to operating globally, including those related to:

- exposure to local economic and political conditions;
- import and/or export restrictions;
- multiple tax regimes, including regulations relating to transfer pricing and withholding and other taxes o
- foreign investment and/or trade restrictions or requirements, foreign exchange controls and restrictions o
- the introduction of more stringent laws and regulations.

Unfavorable developments in any one or a combination of these areas (which may vary from country to country  
FCA ? The Group's success largely depends on the ability of its current management team to operate and ma  
The Group's success largely depends on the ability of its senior executives and other members of management  
FCA - Developments in emerging market countries may adversely affect the Group's business  
The Group operates in a number of emerging markets, both directly (e.g., Brazil and Argentina) and through joi  
Maintaining and strengthening its position in these emerging markets is a key component of the Group's globa  
FCA ? The Group's reliance on joint ventures in certain emerging markets may adversely affect the developme  
The Group intends to expand its presence in emerging markets, including China and India, through partnership  
The Group's reliance on joint ventures to enter or expand its presence in these markets may expose it to risk c  
FCA - Laws, regulations and governmental policies, including those regarding increased fuel economy requirem  
In order to comply with government regulations related to fuel economy and emissions standards, the Group m  
Government initiatives to stimulate consumer demand for products sold by the Group, such as changes in tax tr  
FCA - The financial resources required to develop and commercialize vehicles incorporating sustainable techn  
The Group's product strategy is driven by the objective of achieving sustainable mobility by reducing the enviro  
In many cases, technological and cost barriers limit the mass-market potential of sustainable natural gas and el  
FCA - Labor laws and collective bargaining agreements with labor unions could impact the Group's ability to in  
Substantially all of the Group's production employees are represented by trade unions, are covered by collecti  
FCA ? The Group depends on its relationships with suppliers  
The Group purchases raw materials and components from a large number of suppliers and depend on services  
FCA ? The Group faces risks associated with increases in costs, disruptions of supply or shortages of raw mate  
The Group uses a variety of raw materials in its business including steel, aluminum, lead, resin and copper, and  
As with raw materials, the Group is also at risk for supply disruption and shortages in parts and components for  
Any interruption in the supply or any increase in the cost of raw materials, parts, components and systems coul  
FCA ? The Group is subject to risks associated with exchange rate fluctuations, interest rate changes, credit ris  
The Group operates in numerous markets worldwide and is exposed to market risks stemming from fluctuations  
The Group uses various forms of financing to cover funding requirements for its industrial activities and for prov  
The Group seeks to manage risks associated with fluctuations in currency and interest rates through financial h  
The Group's financial services activities are also subject to the risk of insolvency of dealers and retail custome

FCA ? FCA is a Dutch public company with limited liability, and its shareholders may have rights different from those of the original shareholders governed by the Italian laws for the rights and the shareholders governed by the laws of the U.S. or Italy.  
FCA - It may be difficult to enforce U.S. judgments against FCA  
FCA is organized under the laws of the Netherlands, and a substantial portion of its assets are outside of the U.S.  
FCA - FCA operates so as to be treated as exclusively resident in the United Kingdom for tax purposes, but the U.S. Internal Revenue Service has determined that FCA is not a company incorporated in the United Kingdom, or U.K. Therefore, whether FCA is resident in the U.S. for tax purposes depends on the facts and circumstances.  
Even if FCA is resident in the U.K. for tax purposes on this basis, as expected, it would nevertheless not be treated as a resident of the U.S. for tax purposes.  
FCA?s residence for Italian tax purposes is largely a question of fact based on all circumstances. A rebuttable presumption is that FCA is resident in the U.S. if its ?central management and control? is in the U.S. as expected, FCA will be resident in the Netherlands for Italian tax purposes.  
FCA therefore expects to continue to be treated as resident in the U.K. and subject to U.K. corporation tax.  
Unless and until the U.K. and the Dutch competent authorities rule that FCA should be treated as solely resident in the U.K., FCA will continue to be treated as resident in the Netherlands for Italian tax purposes.  
FCA - The U.K.?s controlled foreign company taxation rules may reduce net returns to shareholders  
On the assumption that FCA is resident for tax purposes in the U.K., it will be subject to the U.K. controlled foreign company rules.  
Various exemptions are available. One of these is that a CFC must be subject to tax in its territory of residence.  
Where the entity exemptions are not available, profits from activities other than finance or insurance will only be exempt if:  
• some of the CFC?s assets or risks are acquired, managed or controlled to any significant extent in the U.S. or Italy;  
• the CFC could not manage the assets or risks itself; and  
• the CFC is party to arrangements which increase its profits while reducing tax payable in the U.K. and Italy.

Profits from finance activities (whether considered trading or non-trading profits for U.K. tax purposes) or from insurance activities are exempt from U.K. tax.  
Although FCA does not expect the U.K.?s CFC rules to have a material adverse impact on its financial position, it cannot give any assurance that this will be the case.  
FCA ? For the Group, the existence of a permanent establishment in Italy after the Merger is a question of fact and depends on the facts and circumstances.  
Whether FCA has maintained a permanent establishment in Italy after the Merger, or an Italian P.E., is largely a question of fact and depends on the facts and circumstances.  
According to Article 124(5) of the CTA, a mandatory ruling request should be submitted to the Italian tax authorities if there is a permanent establishment in Italy.  
Risks related to the Group?s indebtedness  
FCA ? The Group has significant outstanding indebtedness, which may limit its ability to obtain additional financing and may increase its financial risk.  
The extent of the Group?s indebtedness could have important consequences on its operations and financial results:  
• the Group may not be able to secure additional funds for working capital, capital expenditures, debt service, or other purposes;  
• the Group may need to use a portion of its projected future cash flow from operations to pay principal and interest on its debt;  
• the Group may be more financially leveraged than some of its competitors, which may put it at a competitive disadvantage;  
• the Group may not be able to adjust rapidly to changing market conditions, which may make it more vulnerable to economic downturns.

These risks may be exacerbated by volatility in the financial markets, particularly those resulting from perceived or actual credit rating changes.  
Even after the January 2014 acquisition of the approximately 41.5% interest in FCA US that was not already owned by the Group, the Group remains exposed to the risks of FCA US's operations.  
Furthermore, certain of the Group?s bonds include covenants that may be affected by FCA US's circumstances.  
In addition, one of the Group?s existing revolving credit facilities, expiring in July 2016, provides some limits on the amount of debt that the Group can incur.  
FCA - Restrictive covenants in the Group?s debt agreements could limit its financial and operating flexibility  
The indentures governing certain of the Group?s outstanding public indebtedness, and other credit agreements, contain restrictive covenants that may limit the Group's ability to:  
• incur additional debt;  
• make certain investments;  
• enter into certain types of transactions with affiliates;  
• sell certain assets or merge with or into other companies;  
• use assets as security in other transactions; and  
• enter into sale and leaseback transactions.

FCA - Restrictions arising out of FCA US's debt instruments may hinder the Group?s ability to manage its operations and may increase its financial risk.  
FCA US is party to credit agreements for certain senior credit facilities and an indenture for two series of secured debt.  
In particular, in January 2014 and February 2015, FCA US paid distributions of \$1.9 billion and \$1.3 billion, respectively, to its bondholders.  
These restrictive covenants could have an adverse effect on the Group?s business by limiting its ability to take certain actions that it may desire.  
If FCA US is unable to comply with these covenants, its outstanding indebtedness may become due and payable immediately.  
Compliance with certain of these covenants could also restrict FCA US's ability to take certain actions that it may desire.  
Should FCA US be unable to undertake strategic initiatives due to the covenants provided for by the above-referenced debt instruments, it may be unable to execute its business plan.  
FCA - No assurance can be given that restrictions arising out of FCA US's debt instruments will be eliminated or reduced.  
In connection with the Group?s capital planning to support the Business Plan, the Group has announced its intention to separate FCA US from the Group.  
FCA - Substantially all of the assets of FCA US and its U.S. subsidiary guarantors are unconditionally pledged to secure FCA US's debt.  
FCA US and several of its U.S. subsidiaries are obligors or guarantors under FCA US's senior credit facilities and other debt instruments.

Risks relating to the proposed separation of Ferrari  
FCA - No assurance can be given that the Ferrari separation will occur  
No assurance can be given as to whether and when the separation of Ferrari will occur. The Group may determine that the separation of Ferrari is not in its best interests.  
FCA - The terms of the proposed separation of Ferrari and Ferrari?s stand-alone capital structure have not been finalized.  
The terms of the proposed separation of Ferrari and Ferrari?s stand-alone capital structure have not yet been completed.  
FCA ? The Group may be unable to achieve some or all of the benefits that are expected to be achieved from the separation of Ferrari.  
The Group may not be able to achieve the financial and other benefits that are expected to result from the separation of Ferrari.  
FCA - Following the Ferrari separation, the price of the Group?s common shares may fluctuate significantly.  
The Group cannot predict the prices at which its common shares may trade after the separation, the effect of the separation on the Group's financial performance, or the effect of the separation on the Group's liquidity.  
FCA ? The Group intends for the Ferrari separation to qualify as a generally tax-free distribution for its shareholders.  
It is the Group?s intention to structure the Ferrari separation and any spin-off to its shareholders in a tax-efficient manner.  
In addition, no assurance can be given that the Ferrari separation will not give rise to additional taxable income for the Group or its shareholders.  
In addition, no assurance can be given that the Group?s shareholders subject to Italian tax will not incur substantial tax liabilities.

Risks related to the FCA common shares  
FCA ? The Group?s maintenance of two exchange listings may adversely affect liquidity in the market for its common shares.  
Shortly following the closing of the Merger and the listing of FCA?s common shares on the New York Stock Exchange, the Group will have its common shares listed on both the New York Stock Exchange and the Euronext Amsterdam.  
FCA - The loyalty voting structure may affect the liquidity of the Group?s common shares and reduce its commo

The implementation of the loyalty voting structure could reduce the liquidity of the Group's common shares and FCA - The loyalty voting structure may make it more difficult for shareholders to acquire a controlling interest, c The provisions of the articles of association which establish the loyalty voting structure may make it more difficu The loyalty voting structure may also prevent or discourage shareholders' initiatives aimed at changes in FCA' FCA - There may be potential Passive Foreign Investment Company tax considerations for U.S. Shareholders Shares of the stock held by a U.S. holder would be stock of a passive foreign investment company, or a PFIC, t While the Group believes that shares of its stock are not stock of a PFIC for U.S. federal income tax purposes, FCA - Tax consequences of the loyalty voting structure are uncertain

No statutory, judicial or administrative authority directly discusses how the receipt, ownership, or disposition of The fair market value of the Group's special voting shares, which may be relevant to the tax consequences, is The tax treatment of the loyalty voting structure is unclear and shareholders are urged to consult their tax advis FCA - Tax may be required to be withheld from dividend payments

Unless and until the U.K. and the Dutch competent authorities rule that the Group should be treated as solely re In addition, even if the U.K. and Dutch competent authorities rule that the Group should be treated as solely res Should Dutch or Italian withholding taxes be imposed on future dividends or distributions with respect to the Gr

## CNH INDUSTRIAL

Risks related to the business, strategy and operations

CNH Industrial - Global economic conditions impact the business of the Group

The Group's earnings and financial position are, and will continue to be, influenced by various macroeconomic Financial conditions in several regions continue to place significant economic pressures on existing and potenti In addition, the continuation of adverse market conditions in certain businesses in which the Group participates

CNH Industrial - The Group is exposed to political, economic and other risks as a result of operating a global bu

The Group manufactures and sells products and offers services in several continents and numerous countries a

- changes in laws, regulations and policies that affect, among other things:
  - import and export duties and quotas;
  - currency restrictions;
  - the design, manufacture and sale of the Group's products, including, for example, engine emis
  - interest rates and the availability of credit to the Group's dealers and customers;
  - property and contractual rights;
  - where and to whom products may be sold such as changing economic sanctions related to Iran
  - taxes;
- regulations from changing world organization initiatives and agreements;
- changes in the dynamics of the industries and markets in which the Group operates;
- varying and unpredictable needs and desires of customers;
- varying and unexpected actions of the Group's competitors;
- labor disruptions;
- disruption in the supply of raw materials and components;
- changes in governmental debt relief and subsidy program policies in certain significant markets such a
- war, civil unrest and terrorism.

Unfavorable developments in any one of these areas (which vary from country to country) could have a materia

CNH Industrial - Difficulty in obtaining financing or refinancing existing debt could impact the Group's financial

The Group's future performance will depend on, among other things, its ability to finance debt repayment oblig

The Group's ability to access the capital markets or other forms of financing and related costs are highly dependen

CNH Industrial - The Group is subject to exchange rate fluctuations, interest rate changes and other market risk

The Group operates in numerous markets worldwide and is accordingly exposed to market risks stemming from

The Group uses various forms of financing to cover the funding requirements of its Industrial Activities and for f

Consistent with its risk management policies, the Group seeks to manage currency and interest rate risk throug

CNH Industrial - The Group faces risks associated with its relationships with its employees

In many countries where the Group operates, Group's employees are protected by various laws and/or collecti

CNH Industrial - Reduced demand for equipment would reduce the Group's sales and profitability

The performance of the agricultural equipment market is influenced, in particular, by factors such as:

- the price of agricultural commodities and the relative level of inventories;
- the profitability of agricultural enterprises and farmers' income;
- the demand for food products; and
- agricultural policies, including aid and subsidies to agricultural enterprises provided by governments a

In addition, unfavorable climatic conditions, especially during the spring, a particularly important period for gene

The performance of the construction equipment market is influenced, in particular, by factors such as:

- public infrastructure spending; and
- new residential and non-residential construction.

The performance of the commercial vehicles market is influenced, in particular, by factors such as:

- changes in global market conditions, including changes in levels of business investment and sales of c
- public infrastructure spending.

The above factors can significantly influence the demand for agricultural and construction equipment, as well as

CNH Industrial - The Group depends on key suppliers for certain raw materials, parts and components

The Group relies upon key suppliers for certain raw materials, parts and components. The Group cannot gua

Certain Group subsidiaries use a variety of raw materials in their businesses, including steel, aluminum, lead, r

CNH Industrial - Competitive activity, or failure by the Group to respond to actions by competitors, could advers

Substantially all of the Group's revenues are generated in highly competitive sectors that include the productio

CNH Industrial - Costs of ongoing compliance with, or failure to comply with, environmental laws could have an

The Group's products and activities are subject to numerous local, national and international environmental la

CNH Industrial - The Group's business, properties, and products are subject to governmental regulation compl

The Group's business, properties, and products are subject to numerous international, federal and other gover

CNH Industrial - A decrease in government incentives may adversely affect the Group's results

Government initiatives that are intended to stimulate demand for products sold by the Group, such as changes in tax laws, could have a material impact on the Group's financial performance.

CNH Industrial - The Group's future performance depends on its ability to innovate and on market acceptance of its products. The success of the Group's businesses depends on their ability to maintain or increase their market share in emerging markets.

CNH Industrial - The Group's existing operations and expansion plans in emerging markets could entail significant capital expenditures. The Group's ability to grow its businesses depends to an increasing degree on its ability to increase market share in emerging markets.

CNH Industrial - CNH Industrial is subject to extensive anti-corruption and antitrust laws and regulations. CNH Industrial's global operations are subject to a number of laws and regulations that govern its operations and financial reporting.

CNH Industrial - Risks associated with the defined benefit pension plans and other post-employment obligations. At December 31, 2014, CNH Industrial's defined benefit pension plans and other post-employment benefits had a net liability of \$1.1 billion. To the extent that the Group's obligations under a plan are unfunded or underfunded, the Group will have to use cash or other assets to fund the obligations.

CNH Industrial - Dealer equipment sourcing and inventory management decisions could adversely affect the Group's financial performance. The Group's dealers carry inventories of finished products as part of ongoing operations and adjust those inventories based on demand. Adverse economic conditions could place a financial strain on the Group's dealers and adversely affect their ability to purchase equipment from the Group.

Global economic conditions continue to place financial stress on many of the Group's dealers. Dealer financial performance is a key component of the Group's overall financial performance.

CNH Industrial - The Group may not be able to realize anticipated benefits from any acquisitions and, further, could incur unexpected liabilities. The Group has engaged in the past, and may engage in the future, in mergers and acquisitions or enter into, expand or terminate strategic alliances for managerial, financial, technological and product synergies, economies of scale and cost reductions not occurring as expected.

- unexpected liabilities;
- incompatibility in integrating processes, operations or systems;
- unexpected changes in laws or regulations;
- inability to retain key employees;
- inability to source certain products;
- increased financing costs and inability to fund such costs;
- significant costs associated with terminating or modifying alliances; and
- problems in retaining customers and integrating operations, services, personnel and customer bases.

If problems or issues were to arise among the parties to one or more strategic alliances for managerial, financial, technological and product synergies, economies of scale and cost reductions not occurring as expected, the Group's financial performance could be adversely affected.

CNH Industrial - Risks associated with the termination of CNH Global's strategic alliance with Kobelco Construction Machinery Co., Ltd. (KCM) terminated its strategic alliance with CNH Global effective December 31, 2012. CNH Global and Kobelco Construction Machinery Co., Ltd. (KCM) terminated their strategic alliance. The Group's business operations may be impacted by various types of claims, lawsuits and other legal proceedings. The companies within the Group are involved in various product liability, warranty, product performance, asbestos and other claims. CNH Industrial - The agricultural equipment industry is highly seasonal, which causes the Group's results of operations to fluctuate. Farmers traditionally purchase agricultural equipment in the spring and fall, the main planting and harvesting seasons. Estimated retail demand may exceed or be exceeded by actual production capacity in any given calendar quarter. To the extent the Group's production levels (and timing) do not correspond to retail demand, it may have too much inventory or be unable to meet demand.

CNH Industrial - The Group has significant outstanding indebtedness, which may limit its ability to obtain additional financing. As of December 31, 2014, the Group had an aggregate of \$29,701 million (including \$22,727 million relating to the Group's debt securities).

- the Group may not be able to secure additional funds for working capital, capital expenditures, debt service or other purposes;
- the Group may need to use a portion of its projected future cash flow from operations to pay principal and interest on its debt;
- the Group may be more financially leveraged than some of its competitors, which could put it at a competitive disadvantage;
- the Group may not be able to introduce new products or pursue business opportunities;
- the Group may not be able to adjust rapidly to changing market conditions, which may make it more vulnerable to market fluctuations;
- the Group may not be able to access the capital markets on favorable terms, which may adversely affect its financial performance.

These risks are exacerbated by the ongoing volatility in the financial markets resulting from perceived strains on the global economy. Among the anticipated benefits of the Merger is the expected reduction in funding costs over time due to improved access to capital markets.

CNH Industrial - Restrictive covenants in the Group's debt agreements could limit its financial and operating flexibility. The indentures governing the majority of the Group's outstanding public indebtedness, and other credit agreements, contain various restrictive covenants that may limit the Group's ability to:

- incur additional indebtedness;
- make certain investments;
- enter into certain types of transactions with affiliates;
- sell certain assets or merge with or into other companies;
- use assets as security in other transactions; and
- enter into sale and leaseback transactions.

Although CNH Industrial does not believe any of these covenants materially restrict its operations, a breach of any of these covenants could result in a default under the debt agreements, which could have a material impact on the Group's financial performance.

CNH Industrial - Risks related to increased information technology security threats. The Group relies upon information technology systems and networks in connection with a variety of business activities. In order to manage such risks, the Group implemented its information security system, an integrated set of policies, procedures and controls. Despite such efforts, a failure or breach in security could expose the Group and its customers, dealers and suppliers to unauthorized access to confidential information, data loss, system downtime and other adverse effects.

CNH Industrial - The loss of members of senior management could have an adverse effect on the business of the Group. The Group's success is largely dependent on the ability of its senior executives and other members of management to execute the Group's strategy. CNH Industrial - The Group's business may be affected by unfavorable weather conditions, climate change or other factors. Poor, severe or unusual weather conditions caused by climate change or other factors, particularly during the planting and harvesting seasons, could have a material impact on the Group's revenues. In addition, natural disasters, pandemic illness, equipment failures, power outages or other unexpected events could have a material impact on the Group's operations.

CNH Industrial - Changes in demand for food and alternate energy sources could impact the Group's revenues. Changing worldwide demand for farm outputs to meet the world's growing food and alternative energy demands could have a material impact on the Group's revenues. CNH Industrial - International trade policies may impact demand for the Group's products and its competitive position. Government policies on international trade and investment such as sanctions, import quotas, capital controls or other measures could have a material impact on the Group's operations.

CNH Industrial - The Group is subject to negative conditions in the financial markets and the cyclical nature of the capital goods sector. Producers in the capital goods sector are subject to:

- the condition of financial markets, in particular, the ability to access the ABS market and prevailing interest rates;
- cyclical nature of the capital goods sector, which can cause sudden (and sometimes material) declines in demand, with negative effects on the Group's financial performance.

Risks related to financial services. The Group offers a wide range of financial services and products to Agricultural Equipment, Construction Equipment and other customers. In light of the above, the following risks associated with the financial services offered by the Group should be considered:



## CNH Industrial - Credit risk

Fundamental to any organization that extends credit is the credit risk associated with its customers/borrowers.

- relevant industry and general economic conditions;
- the availability of capital;
- interest rates (and changes in the applicable rates);
- the experience and skills of the customer's management team;
- commodity prices;
- political events;
- the weather; and
- the value of the collateral securing the extension of credit.

Deterioration in the quality of the Group's financial assets, an increase in delinquencies or defaults, or a reduction in the amount of collateral securing the repayment of loans when loans default and the Group's Financial Services business repossess collateral securing the repayment of loans.

## CNH Industrial - Funding risk

The Group's Financial Services business have traditionally relied upon the ABS market and committed asset-backed financing. To maintain competitiveness in the capital markets and to promote the efficient use of various funding sources,

## CNH Industrial - Repurchase risk

In connection with the Group's ABS transactions, the Group makes customary representations and warranties.

## CNH Industrial - Regulatory risk

The operations of the Group's Financial Services business are subject, in certain instances, to supervision and

- regulate credit granting activities, including establishing licensing requirements;
- establish maximum interest rates, finance and other charges;
- regulate customers' insurance coverage;
- require disclosures to customers;
- govern secured and unsecured transactions;
- set collection, foreclosure, repossession and claims handling procedures and other trade practices;
- prohibit discrimination in the extension of credit and administration of loans; and
- regulate the use and reporting of information related to a borrower.

To the extent that applicable laws are amended or construed differently, new laws are adopted to expand the scope of the regulatory requirements.

## CNH Industrial - Potential impact of the Dodd-Frank Act

The various requirements of the Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 (the Dodd-Frank Act)

## Other risks

CNH Industrial - CNH Industrial operates and will continue to operate as a company that is resident in the U.K.

CNH Industrial is not incorporated in the U.K.; therefore, in order to be resident in the U.K. for tax purposes CNH Industrial must have its central management and control in the U.K.

Even if CNH Industrial's central management and control is in the U.K., CNH Industrial would normally be resident in Italy for Italian tax purposes.

CNH Industrial's residence for Italian tax purposes is also largely a question of fact based on all the circumstances.

CNH Industrial - CNH Industrial, as successor to Fiat Industrial, is jointly liable with FCA for certain obligations.

CNH Industrial is successor to Fiat Industrial, a company formed as a result of the demerger of Fiat S.p.A. (which was a subsidiary of Fiat Group).

CNH Industrial - The loyalty voting structure may concentrate voting power in a small number of CNH Industrial's shareholders.

A relatively large proportion of the voting power of CNH Industrial could be concentrated in a relatively small number of shareholders.

CNH Industrial - The loyalty voting structure may affect the liquidity of the CNH Industrial's common shares and the ability of shareholders to sell their shares.

CNH Industrial's loyalty voting structure is intended to reward shareholders for maintaining long-term share ownership.

CNH Industrial - The loyalty voting structure may prevent or frustrate attempts by CNH Industrial's shareholders to change the company's management or to effect a change of control.

The provisions of CNH Industrial's Articles of Association establishing the loyalty voting structure may make it difficult for shareholders to effect a change of control.

The loyalty voting structure may also prevent or discourage shareholders' initiatives aimed at changes in CNH Industrial's management or to effect a change of control.

## C&W GROUP

The following is a summary of the main risks and uncertainties that could potentially have a significant impact on C&W's business.

Additional risks and uncertainties not presently known to C&W or that C&W currently believes to be immaterial to C&W's business are also possible.

### C&W ? Risks associated with general economic conditions

C&W's success depends, in part, on the basic strength of the real estate markets in which C&W operates. Periods of economic downturn can result in a general decline in acquisition, disposition and leasing activity, increased competition and reduced demand for C&W's services.

### C&W ? Risks associated with C&W's credit facility

C&W's credit agreement imposes operating and other restrictions on C&W and many of its subsidiaries which may limit their ability to conduct business.

### C&W ? Risks associated with seasonality

A significant portion of C&W's revenue is seasonal, which can affect C&W's ability to compare financial conditions to other companies in the industry.

### C&W ? Risks associated with the impairment of C&W's goodwill and other intangible assets

In connection with EXOR's acquisition of Cushman & Wakefield, Inc. in 2007 and as a result of subsequent acquisitions, C&W has recorded significant amounts of goodwill and other intangible assets.

### C&W ? Risks associated with currency fluctuation

C&W's revenue from non-U.S. operations is denominated primarily in the local currency where the associated revenues are generated.

### C&W ? Risks associated with litigation

C&W's licensed employees and the licensed employees of C&W's global subsidiaries are subject to statutory and contractual obligations.

### C&W ? Risks associated with competition

C&W competes across a variety of business disciplines within the commercial real estate services industry. Although C&W has a strong market position, it faces intense competition.

### C&W ? Risks associated with ability to attract and retain qualified and experienced employees

C&W's continued success is highly dependent upon the efforts of its executive officers and other key employees.

### C&W ? Risks associated with operations in multiple jurisdictions with complex and varied tax regimes

C&W operates in many jurisdictions with complex and varied tax regimes and is subject to different forms of taxation.

### C&W ? Risks associated with the protection of C&W's intellectual property

C&W's business depends, in part, on C&W's ability to identify and protect proprietary information and other intellectual property.

### C&W - Risks associated with non-compliance with policies and Global Code of Business Conduct

The global nature of C&W's business makes it challenging to communicate the importance of adherence to C&W's policies and Global Code of Business Conduct.

### C&W ? Risks associated with the security of C&W's information and technology networks, including personally identifiable information

C&W collects and stores sensitive data such as personally identifiable information of C&W's employees, clients and other third parties.

